Privatized Full Time Dining Facilities

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FTDF Subsistence Plan

Why Are We Doing This????

FTDF Subsistence Concept

MARKETING CONCEPT:

This new concept constitutes a working methodology that creates nutritional and troop accepted menus that can be prepared, cooked and served utilizing minimum manpower and equipment in a more timely and cost effective manner. The focal points are to determine required needs and build the business mode to reflect specific factors i.e. menus, type facility, operational hours, diner identification, training conditions and etc.

FTDF Contract Concept

Old Concept:

- Bought Labor
- NG Procured Food
- Restricted Diners
- NG Provided Misc.
- NG Collected Money
- Utilized Meal Rates

New Concept:

- Does Not Buy Labor
- NG Buys End Unit Product
- Vendor Buys Food
- NG Identifies Diners
- Vendor Collects Money
- NG Pays For SIK Only

Basic Purpose:
Provide A Quality Meal To The Statutory SIK Diner

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MENU CONCEPT:

Traditional menus with a thirty day or fourteen day offering of two entrees, choice of starches, vegetables, salads, desserts and beverages are certainly options. However a better way of doing business is the self service, buffet, all you can eat, smorgasbord approach. This allows the ARNG entity to be flexible for serving, eliminates proportion control, allows diner selection, reduces labor intensity (to the contractor), and provides a flat rate application for cost for both SIK and Non-SIK.

FTDF Contract Purpose

To Provide A Quality Meal To The Statutory Subsistence- In - Kind (SIK) Diner and Best Utilize The Assets By Making “Meals Available” To Other Selected Diners

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SUBSISTENCE - IN - KIND (SIK) DINER:

First and only mandatory responsibility, the only cost that the Government will pay to the owner of contract (no partial payment of any kind) either the diner meets the SIK litmus test or they are not an SIK diner.

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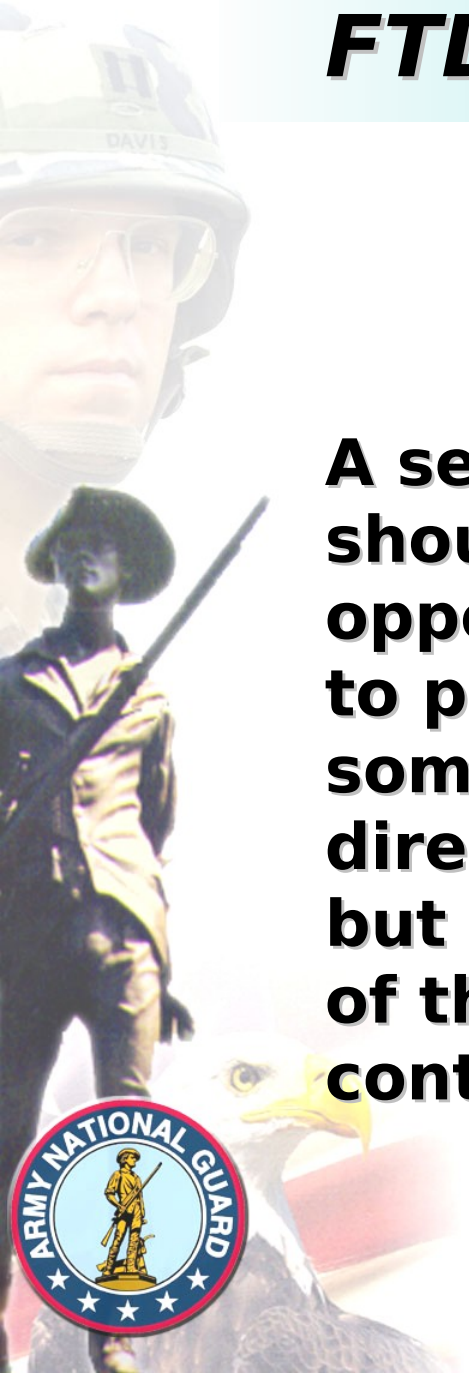

CONVENIENT DINER:

A second type of diner that we should make available the opportunity to consume a meal due to physical presence and must be on some type of Government order that directs them to that specific location, but they will pay the going meal rate of the contract price directly to the contractor cashier.

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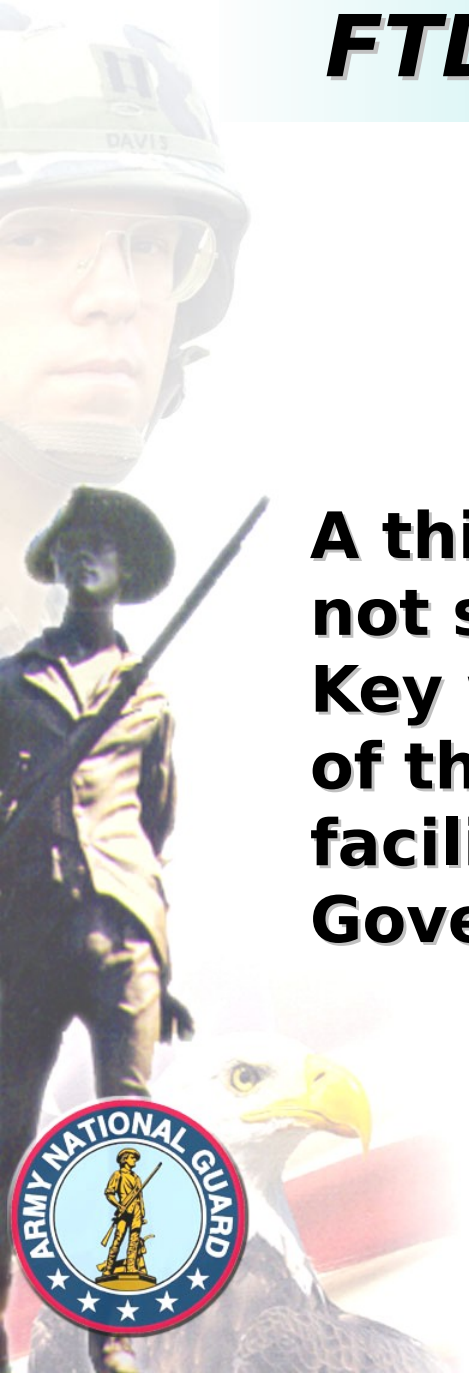

ALL OTHER DINERS:

A third type of diner that's present but not specifically directed to that location. Key wording here is that the consumption of the meal in this respective dining facility is for the "Advantage of the Government".

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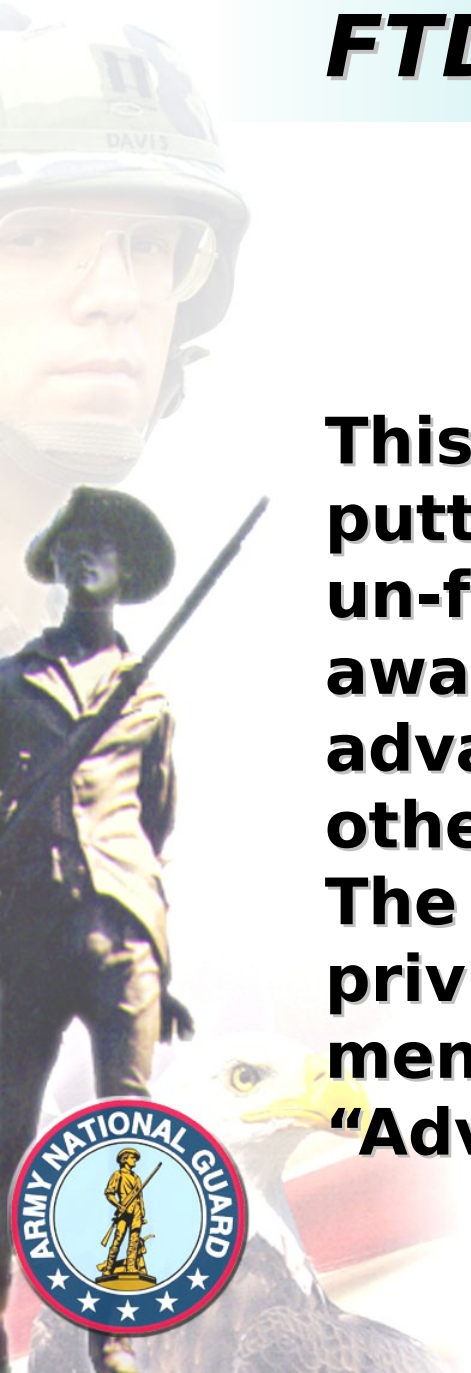

DISCLAIMER METHODOLOGY:

This is to prevent the Government from putting an "Outside Civilian Entity" at an un-fair advantage. The Government awarded the owner of the contract an advantage (privileges not afforded to others) for the occupancy of the facility. The contractor in turn gave up other privileges (reduced meal costs, specific menus, operating hours, etc.) for the "Advantage of the Government".

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ABSOLUTE NGB METHODOLOGY:

This Full Time Dining Facility is not an Appropriated dining facility and hence not established specifically to Provide Support to SIK Diners and Others in Presence to the Advantage of the Government. Nor is the Operation Constituted to Serve as just another Restaurant Open for Business. Authorized Diners Consuming a Meal in this Establishment must do so to the Advantage of the Government.

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WHAT IS THE BUSINESS MODE? (sample)

Contractor procures the raw ingredients to prepare the agreeable menus. A great business practice consists of all you can eat served, self-service, buffet, smorgasbord style when and where feasible. SIK Diners will be identified by a Government provided military headcount Standing Operational Procedure (SOP). All other authorized diners will pay the cost of the meal to a contractor cashier.

FTDF Operational Philosophy

Contractor procures the raw subsistence predicated on the menus we (ARNG) provide, prepares, cooks and serves the menu items in a ARNG facility and we (ARNG) only pay government dollars for meals consumed by subsistence-in-kind diners (SIK).

FTDF is established for the priority of the SIK diner, all other diners authorized to consume meals in this facility, must do so to the advantage of the government. The government can not and will not subsidize other classifications of diners.

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Typical Questions About This "New Concept":

- **Whose Job is This? Whom Makes the Decisions?**
- **How does this Blame Concept Work?**
- **Where do we Start? Who Starts First?**

You Say The Contractor Buys The Food?:

- **Who Pays the Light Bill?**
- **What Happens when the Machinery Breaks**

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HEADCOUNT CONCEPT:

The using entity could provide a person to execute military headcount procedures in-accordance with current Army Regulations, to identify and authorize SIK diners to consume the respective meal.
Better concepts are the issuance of Meal Chits, coded Meal Cards or electronic cards to SIK diners.
The need for a Government headcount person to maintain a cash collection sheet or collect money can be removed.
The contractor provides a cashier to collect the cost of the meal served to all diners but SIK diners.

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WHAT ABOUT THE FTDF EQUIPMENT?:

- **The contractor can be issued the non-fixed equipment on hand receipts i.e. trays, silverware, cups, glasses, baking sheets, pots, pans etc. BUT WHY?**
- **The fixed items generally require some type of maintenance and therefore becomes identifiable in the contract i.e. technical exhibits. BETTER WAY. Issue on what is determined to be REAL PROPERTY I.e. That which is wired or plumbed. __**

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HOW MANY MENUS DO WE NEED?

THE FEWER THE BETTER!

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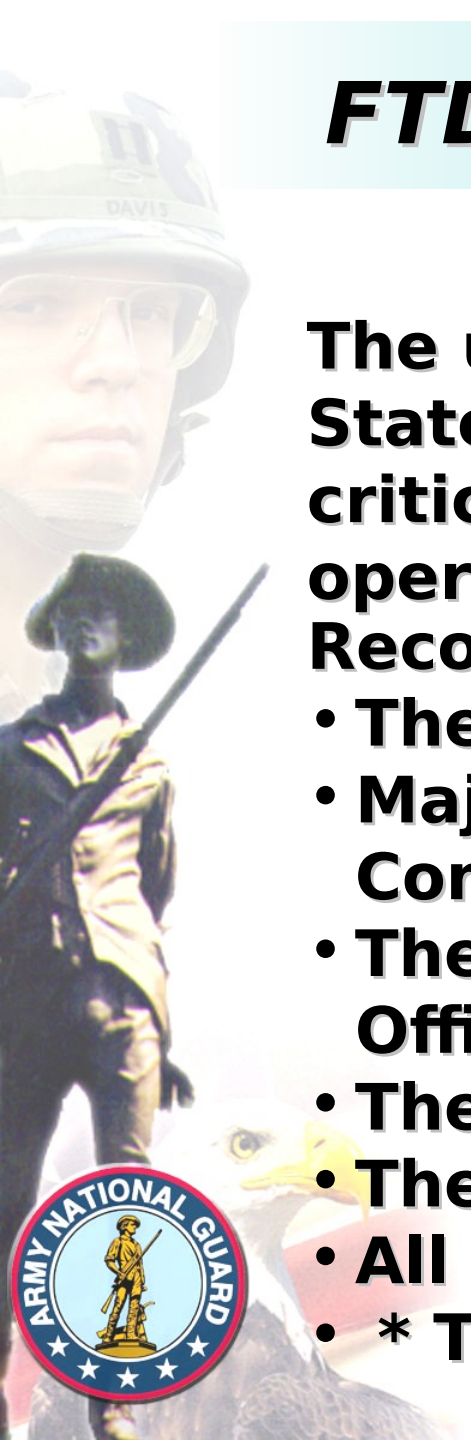
WHAT ABOUT FIELD FEEDING?

Most locations will have field feeding requirements during a given training year, so remember we want a successful contractor operation, utilize the FTDF when possible. Special menus and specific procedures need to be addressed to meet the mission. Establish them in the PWS. The FTDF operated by a private contractor is there to SUPPORT field feeding NOT SUSTAIN field feeding. A sample concept is identified in the sample menu.

SPECIAL NOTE: We/NGB-ARL will not endorse "GROUP SERVING" IN THE FIELD, ONLY INDIVIDUAL.

FTDF Organizing Philosophy



The understanding and concurrence of State level organizational elements is critical and required for a successful operation.

Recommended elements are:

- **The Office of The Adjutant General**
- **Major Commands (To include Installation Commanders)**
- **The United States Property and Fiscal Officer**
- **The Director of Logistics**
- **The Director of Training**
- **All TASS Organizations**
- *** The Command Sergeant Major**

FTDF Implementation Team

RECOMMENDED TEAM MEMBERS:

- Representatives of the USPFO (P&C/CA)
- Representative of the DOL
- Representative of the TAG (CSM)
- Representative of the Installation
- Representative of the Using Entity (TASS/School)
- State Food Service Officer
- Chairman of the State Menu Board

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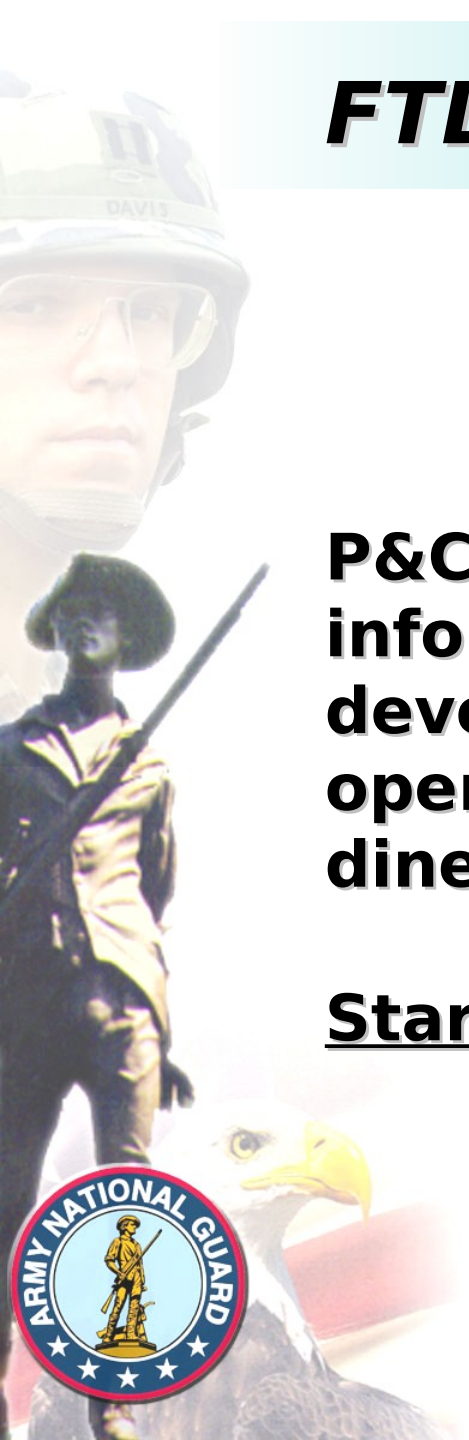

WHERE DO WE START?:

P&C needs specific food service information and operational guidelines in developing the contract such as hours of operation, business mode, types of diners, menus and etc.

Starting point: Assemble the FTDF team!!

Develop a timeline and set goals

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WHO ARE AUTHORIZED DINERS?

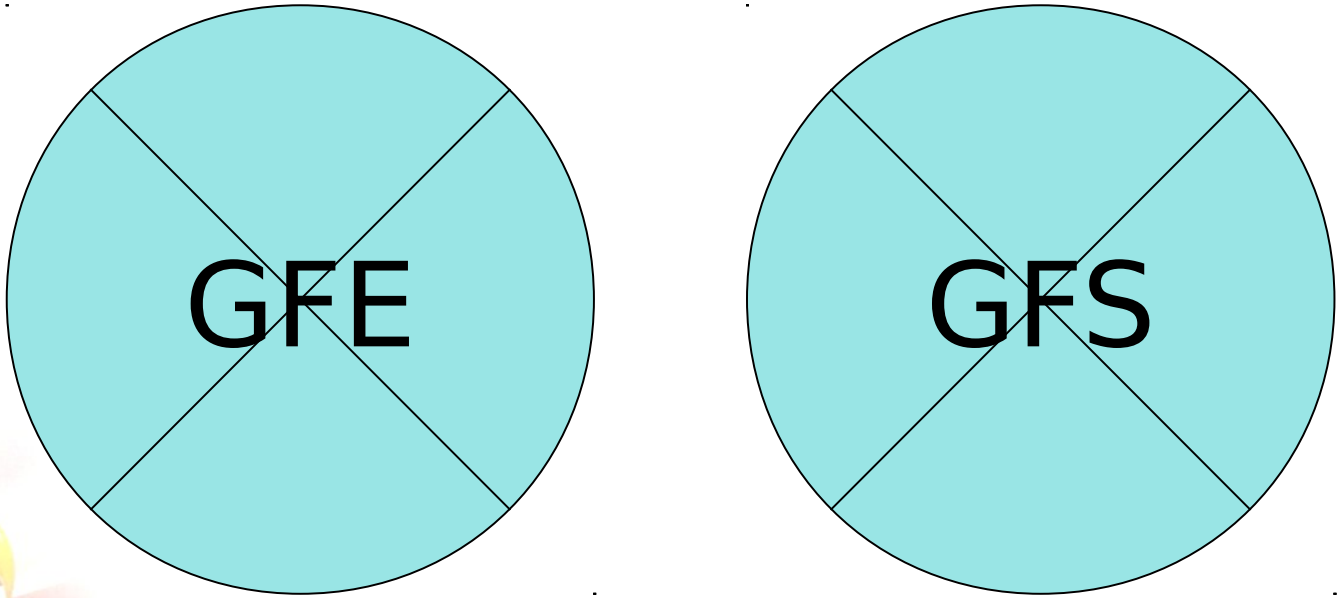
DINER TYPES:

1. Subsistence - in - Kind (SIK)
2. Convenient
3. All Other

Acquisition Planning

DEPARTMENT OF DEFENSE POLICY MANDATES THAT WE GET OUT OF THE PROVIDER BUSINESS

I.E



Acquisition Planning

SEQUENCE OF EVENTS: PART 1

- **Assemble the Key Players**
- **Conduct Market Survey**

  *** * 8A Consideration**
  *** * Local Vendors**
  *** * Set Aside Determination**

- **Pre-solicitation Synopsis (if required)**
- **Statement of Work to Contracting**

Acquisition Planning

Sequence Of Events: Part 2

- Solicitation Preparation
- Legal Review
- Synopsis
- NGB-AQ Review
- Receive/Evaluate Proposals
- Legal Review
- Contract Award